

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 NEA-10 ISO-00 XMB-07 CAB-09 CIAE-00

DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 DRC-01 L-03

SS-20 NSC-07 /105 W

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R 131215Z MAR 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 6873

INFO FAA BRUSSELS UNN

AMEMBASSY AMMAN

AMEMBASSY CAIRO

AMEMBASSY KUWAIT

AMEMBASSY JIDDA

USDOC WASHDC

C O N F I D E N T I A L BEIRUT 2896

DEPT PASS COMMERCE FOR COHEN AND EXIMBANK

EO 11652: GDS

TAGS: ETRN, BTRA, LE, XF

SUBJECT: CIVAIR - MCDONNELL DOUGLAS VISIT BEIRUT

1. IN MEETINGS BETWEEN SANFORD MCDONNELL, PRESIDENT MCDONNELL DOUGLAS CORPORATION, AND HIS STAFF WITH SHEIK NAJIB ALAMUDDIN, MEA BOARD CHAIRMAN, AND ASAD NASR, MEA GENERAL MANAGER, MORNING MARCH 12, MEA OFFICERS INDICATED MEA WANTS EARLY PROPOSAL FROM DOUGLAS AIRCRAFT COMPANY COVERING FOUR DC-10-30/40 TRIJETS FOR DELIVERY AS EARLY AS SPRING 1975, WITH OPTIONS FOR THREE ADDITIONAL AIRCRAFT. STRESS MADE ON FLEXIBILITY OF DC-10-30/40 IN COVERING MEA'S SHORTER REGIONAL ROUTES (I.E. CAIRO-BEIRUT) AND ALSO ITS CAPABILITY TO HANDLE BEIRUT-NEW YORK NONSTOP WITH REASONABLY FULL PASSENGER/BAGGAGE PAYLOAD.

2. AT LUNCHEON MARCH 12 IN HONOR OF MUNIR ABU-HAIDAR, TMA
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CHAIRMAN, ABU-HAIDAR INDICATED TO SANFORD MCDONNELL STRONG

INTEREST IN DC-10-30/40AF BECAUSE OF OPTIMUM SIZE AND DESIRABLE CUBE CHARACTERISTICS (RATIO USABLE VOLUME PAYLOAD TO WEIGHT PAYLOAD). HOWEVER, ABU-HAIDAR INDICATED FUEL PRICES IN LAST SEVERAL WEEKS HAVE GONE UP MONUMENTALLY, WITH PRICES AT NEW YORK INTERNATIONAL AIRPORT GOING FROM APPROXIMATELY 26 CENTS TO 78 CENTS PER GALLON. FURTHER, THERE ARE PROBLEMS WITH AVAILABILITY OF FUEL ON RTW ROUTE AS WELL AS CIVIL AIR POLITICAL PROBLEMS WITH USG. SOME INDICATION HERE THAT TMA MAY SHIFT ALASKA STOP ON RTW TO FAIRBANKS FROM ANCHORAGE DUE GREATER FUEL AVAILABILITY. ABU-HAIDAR INDICATES R. SIXON SPEAS STUDY RECOMMENDING EITHER DC-10 OR 747F FOR TMA ACQUISITION HAS BEEN RECEIVED, AND RCAA BELIEVES FROM EARLIER CONVERSATIONS ABU-HAIDAR THAT CONSENSUS CONSULTANT STUDY AND TMA STRONGLY FAVORS DC-10-30/40AF.

3. WITH REGARD MCDONNELL RECENT VISIT SAUDI ARABIA, SAUDIA HAS REQUESTED SPECIFIC PROPOSAL FROM DOUGLAS AIRCRAFT COMPANY REGARDING DC-10-30'S TO MEET SAUDIA'S WIDEBODIED REQUIREMENT AND, ACCORDING MCDONNELL, SAUDIA WILL DELAY FINALIZING ANY DECISION (I.E. FINALIZING L-1011 TRISTAR LETTER-OF-INTENT) UNTIL HAS CHANCE TO STUDY DOUGLAS DC-10-30 PROPOSALS DUE JIDDA NEXT SEVERAL WEEKS.

4. DOUGLAS AIRCRAFT COMPANY WILL ALSO AGGRESSIVELY PURSUE TWINJET AND WIDEBODIED REQUIREMENT EGYPTAIR AND WIDEBODIED REQUIREMENT KUWAIT AIRWAYS.

5. MCDONNELL VISIT AMMAN INDICATES ALIA ASKING FOR PROPOSAL ON DC-10'S FROM DOUGLAS AIRCRAFT COMPANY FOR SUBMITTAL BY JUNE 1974; POSSIBLY JORDANIAN AIRLINE MAY MAKE WIDEBODIED DECISION EARLY 1975 FOR DELIVERIES 1976 OR 1977 IF TRAFFIC AND PROFITABILITY CONTINUE BUOYANT.

6. SINCE ABOVE DATA EXTREMELY SENSITIVE, NO PORTION SHOULD BE CONVEYED IN ANY MANNER TO LOCKHEED AIRCRAFT CORPORATION OR THE BOEING COMPANY.
GODLEY

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